Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

# Message Text

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PAGE 01 STATE 232174

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NEA:HMONTGOMERY JBR
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P 221848Z OCT 74
FM SECSTATE WASHDC
TO AMCONSUL BOMBAY PRIORITY
AMCONSUL CALCUTTA PRIORITY
AMEMBASSY ISLAMABAD PRIORITY
AMCONSUL KARACHI PRIORITY
AMCONSUL LAHORE PRIORITY
AMCONSUL MADRAS PRIORITY
AMEMBASSY NEW DELHI PRIORITY

UNCLAS STATE 232174

E.O. 11652: NA
TAGS: BEXP, XB
SUBJECT: MINING/MINE PLANT PROCESSING/EARTHMOVING AND
CONSTRUCTION EQUIPMENT TRADE MISSION

REF: NEW DELHI 13429; 12498; 10426-ISLAMABAD 8998-STATE 187130

1. THE FOLLOWING FIRMS, NOTED WITH CROSSHATCHES (#),
HAVE AGREED TO PARTICIPATE ON TRADE MISSION; OTHERS ARE VERBALLY
FIRM BUT HAVE NOT FINALIZED THEIR PARTICIPATION TO DATE;

#ALLIS-CHALMERS (PARTICIPATION INCLUDES HEAVY INDUSTRIAL
MACHINERY AND EARTH MOVING EQUIPMENT, MINE PROCESSING MACHINERY
AND EQUIPMENT, ASPHALT BATCHING, POWER GENERATION, PELLETIZING
OPERATIONS, COMPANY CAN PROVIDE PLANS, DESIGNS TO DEVELOP
COMPLETE TURNKEY OPERATION (CEMENT MILLS, PELLETIZING PLANTS).

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PAGE 02 STATE 232174

INTERNATIONAL HARVESTER, EARTH-MOVING AND CONSTRUCTION

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

MACHINERY AND EQUIPMENT, MINING EQUIPMENT, MOTOR TRUCKS.

#J.I. CASE, EARTH-MOVING AND CONSTRUCTION MACHINERY, FARM MACHINERY, HYDRAULIC BOOM BACKHOES, TRACK TRACTORS, WHEEL TRACTORS, BULLDOZERS LOADERS.

GENERAL MOTORS, CONSTRUCTION AND MINING EQUIPMENT, EARTH-MOVING EQUIPMENT, MOTORIZED TRUCKS.

#EIMCO TUNNELING AND MINING MACHINERY DIVISION. ENVIRO-TECH CORP.; AIR POWERED ROCKERSHOVELS, SHAFT MUCKERS, UNDER-GROUND CRUSHERS, UNDERGROUND HAULAGE TRUCKS, LOAD-HAUL-DUMP EQUIPMENT, SHOTCRETE EQUIPMENT, MOBILE SUPPORT EQUIPMENT, DIESEL POWERED LHD UNITS FOR COAL MINING.

#EUCLID INTERNATIONAL, DIV. WHITE MOTOR INTL. OFF HIGHWAY HAULERS, REAR-DUMP AND BOTTOM DUMP.

#INGERSOLL-RAND CO.; DRILLING EQUIPMENT (OPEN-PIT AND UNDERGROUND), PUMPS, COMPRESSED AIR EQUIPMENT, PNEUMATIC TOOLS.

#CLARK EQUIPMENT CO., CRANES, DRAG LINES, GRADERS, EARTH-MOVERS.

#HARNISCHFEGER CORP. MINING SHOVELS, CRANES, TRUCK CRANCES, CRAWLER CRANCES, HOISTS, ELECTRICAL PRODUCTS, HYDRAULIC EXCAVATORS, AUTOMATED HANDLING SYSTEMS.

#CATERPILLAR CORP., EARTH-MOVING AND CONSTRUCTION MACHINERY AND EQUIPMENT, MINING EQUIPMENT, MATERIALS HANDLING EQUIPMENT.

#N.L. INDUSTRIES. INTERNATIONAL SUPPLIES OF OVER 1,000 MATERIALS AND SERVICES TO INDUSTRY. CHEMICALS USED IN SEARCH FOR OIL AND GAS, PIGMENTS, ENGINEERING SERVICES; METALS AND FABRICATED SPECIALTY PRODUCTS.

"MOUNTAIN STATES MINERAL ENTERPRISES, DESIGN AND CONSTRUCTION OF MINING AND ALLIED INFRASTRUCTURE.
UNCLASSIFIED

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PAGE 03 STATE 232174

HAZEN RESEARCH; RESEARCH AND DEVELOPMENT OF MINERALS AND MINERAL PROCESSING, GEOLOGICAL RESEARCH.

#JOHNSON AND ANDERSON, CONSULTING ENGINEERING FIRM ENGAGED IN FEASIBILITY STUDIES-PRIMARILY INFRASTRUCTURE.

#SVERDRUP AND PARCEL CO., CONSULTING ENGINEERING FIRM

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

PRIMARILY CONCERNED WITH MINING, MINING OPERATIONS, CLOSELY AFFILIATED WITH AND WORKS CLOSELY WITH JOHNSON AND ANDERSON. COMMERCE ALSO PRESENTLY NEGOTIATING WITH PEABODY COAL CO. AND KENNECOTT COPPER CORP.

2. EVERY POSSIBLE EFFORT HAS BEEN AND IS BEING MADE TO ASSEMBLE A COMPLETE "PACKAGE" IN TERMS OF COVERING ALL ASPECTS OF MINING AND MINING OPERATIONS FROM STRIP MINING (EARTH-MOVING AND CONSTRUCTION EQUIPMENT) TO UNDERGROUND MINING (TUNNELING, MATERIALS HANDLING EQUIPMENT). ALSO REPRESENTED ON THE ABOVE ARE FIRMS WHO CAN SUPPLY MACHINERY AND EQUIPMENT FOR METALLURGICAL PURPOSES; BENEFICIATION, PELLETIZING, REFINING AMONG OTHERS.

3. ANOTHER VERY IMPORTANT ASPECT IS THAT SEVERAL OF THE ABOVE FIRMS HAVE INDICATED THEY NOW ARE ENGAGED IN MANUFACTURING OPERATIONS IN INDIA AND TO A LESSER EXTENT IN PAKISTAN. THESE FIRMS HAVE INDICATED, ON A PRIVATE AND CONFIDENTIAL BASIS, THEY WISH TO USE THE MISSION AS A VEHICLE TO MEET WITH AP-PROPRIATE FOREIGN GOVERNMENT OFFICIALS, TO OBTAIN AUTHORI-ZATION TO EXPAND THEIR PRESENT LOCAL MANUFACTURING FACILITIES.

4. COMMERCE HAS ALSO BEEN SUCCESSFUL IN RECRUITING TWO VERY PROMINENT AND PRESTIGIOUS CONSULTING ENGINEERING FIRMS, JOHNSON AND ANDERSON AND SVERDRUP AND PARCEL, BOTH OF WHOM ARE FULLY EQUIPPED TO DISCUSS THE IN-FRASTRUCTURE NOT ONLY AS IT RELATES TO THE COUNTRIES AS A WHOLE BUT TO MINING ASPECTS AS WELL. THE LATTER ORGANIZATION, SVERDRUP AND PARCEL, IS RECOGNIZED AS ONE OF U.S. FOREMOST SPECIALISTS IN THE FIELD OF MINING OPERATIONS. BOTH FIRMS ARE FULLY CONPLEMENTARY WITH EACH OTHER.

5. MOUNTAIN STATES ENTERPRISES IS LIKEWISE RECOGNIZED AS UNCLASSIFIED

UNCLASSIFIED

PAGE 04 STATE 232174

A U.S. SPECIALIST IN THE FIELD OF METALLURGICAL PROCESS DEVELOPMENT, METALLURGICAL TESTING, OPERATIONS RESEARCH, RECYCLING TECHNIQUES. THIS FIRM IS LIKEWISE COMPLEMENTARY TO N.L. INDISTRIES, FORMERLY KNOWN AS NATIONAL LEAD, A VERY PRESTIGIOUS MINING FIRM INTERESTED IN MINERAL DEVELOP-MENT.

6. COMMERCE HAS ENCOUNTERED SOME DIFFICULTY IN ITS RECRUIT-MENT PROGRAM AS A RESULT OF THE LAS VEGAS MINING CONGRESS WHICH TERMINATED OCT. 11. SINCE MOST OF THE DECISION MAKERS OF AMERICAN FIRMS WITH WHOM WE HAD DISCUSSIONS WERE ATTENDING THIS SHOW, IT WAS NOT POSSIBLE TO OBTAIN A READING. NEXT WEEK WILL, HOWEVER, ENABLE US TO COMPLETE RECRUITMENT.

7. WITH RESPECT TO THE ITINERARY, WE SUGGEST ADDING ONE

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

DAY TO THE VISIT TO NEW DELHI RATHER THAN THE 1-1/2 DAY PERIOD
AS INDICATED IN NEW DELHI 10426 AND WITH OTHER CHANGES
AS INDICATED IN THE FOLLOWING. ARRIVE NEW DELHI SUNDAY DEC. 1.
WE ALSO REQUEST OBEROI HOTEL RATHER THAN ASHOKA.

ITINERARY AS FOLLOWS:

DEC 1 ARRIVE NEW DELHI, HOTEL OBEROI INTERCONTINENTAL

DEC 4 LV. NEW DELHI AT 2005 VIA IC-184; ARR. BOMBAY 2200
HOTEL TAJ-INTERCONTINENTAL

DEC 7 LV BOMBAY AT 0715 FOR NAGPUR VIA IC-129; ARR. NAGPUR
0825. ACCOMMODATIONS TO BE ARRANGED.

DEC 8 LV NAGPUR AT 0905 VIA IC-129; ARR. CALCUTTA 1040,
GRAND HOTEL

DEC 11 LV CALCUTTA VIA TRAIN NO. 301 AT 1735; ARR. JAMESHEDPUR
(TATANGAR) 2130, (TATA-GUEST HOUSE)

DEC 14 LV JAMESHUDPUR VIA TRAIN NO 302 AT 1015; ARR. CALCUTTA
AT 1410; LV CALCUTTA VIA SK986 AT 2000; ARR. KARACHI
AT 2250, (HOTEL INTERCONTINENTAL)

DEC 17 LV KARACHI AT 1900 VIA PK306; ARR. LAHORE AT 2035,
UNCLASSIFIED

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PAGE 05 STATE 232174

(HOTEL INTERCONTINENTAL)

DEC 19 LV LAHORE AT 1830 VIA PK630; ARR. ISLAMABAD AT 1930,
(HOTEL TO BE ARRANGED)

DEC 20 MISSION TERMINATES.

8. AS INDICATED IN PREVIOUS MESSAGES, COMMERCE HAS MADE
EVERY POSSIBLE EFFORT TO RECRUIT AS HIGH A LEVEL OF PARTICI-
PANTS AND FIRMS AS POSSIBLE AND FURTHER TO BE RESPONSIVE TO THE
MARKETING INFORMATION SUBMITTED BY THE POSTS. IN THIS WE
FEEL WE HAVE BEEN SUCCESSFUL. NOT ONLY ARE THE PARTICIPATING
FIRMS AMONG THE MOST PRESTIGIOUS IN THE U.S. BUT, LIKEWISE,
THE MISSION MEMBERS ARE IN ALMOST EVERY INSTANCE
UPPER LEVEL CORPORATE EXECUTIVES.

9. ALTHOUGH THE MISSION IS GEARED TO MINING AND MINING
OPERATIONS, THE PARTICIPATING FIRMS ARE LIKEWISE INTERESTED
IN MAKING SALES AND CONTRACTS IN ALL OTHER AREAS POSSIBLE.

10. COMMERCE AGAIN WISHES TO EMPHASIZE THAT THE TRADE
MISSION IS SERVING AS AN EXTREMELY IMPORTANT VEHICLE IN BRINGING

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

TO BOTH INDIA AND PAKISTAN A HIGHLY SIGNIFICANT ARRAY
OF FIRMS AND EXECUTIVES IN ONE GROUP AND AT ONE TIME THAT UNDER
ORDINARY CIRCUMSTANCES WOULD BE HIGHLY UNLIKELY OR AT LEAST
IMPROBABLE. OBVIOUSLY, THE IMPACT ON BOTH COUNTRIES
SHOULD BE ENORMOUS.

11. THE POSTS WILL BE KEPT FULLY APPRISED OF DEVELOPMENTS
ON A REGULARLY SCHEDULED BASIS. KISSINGER

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Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

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Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

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Declassified/Released US Department of State EO Systematic Review 30 JUN 2005